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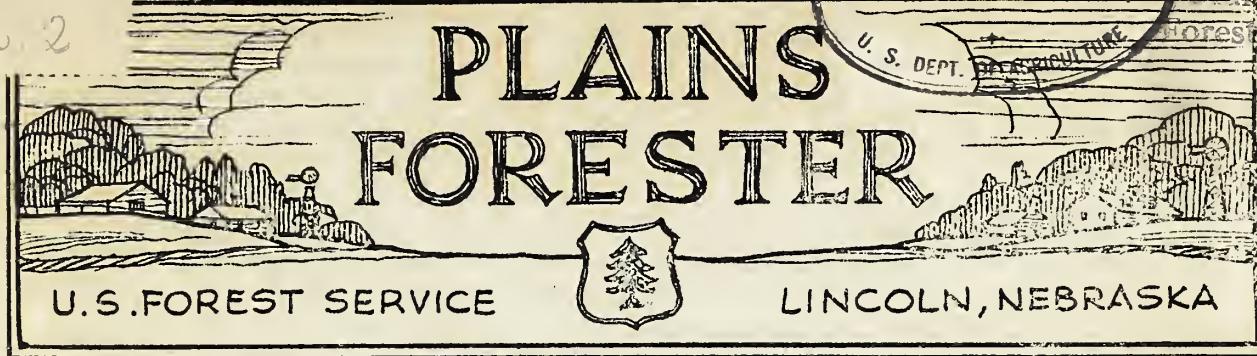


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Vol. 3, No. 9

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### THE TOWNSHIP TREE COMMITTEE PLAN

I believe time will prove that the township tree committee plan being developed in Kansas is one of the best ideas which has so far evolved from the welter of experimentation which has characterized our lands negotiations work.

The procedure goes something like this: When a decision has been reached to enter a given township the District Officer picks three as influential farmers as possible who may be interested in the program and induces them to act as a "township tree committee." With a township map before them, the officer and the committee lay out an ideal system of shelterbelts on paper, and utilizing the intimate knowledge of the peculiarities of their neighbors possessed by the committeemen, plan a method of attack upon each of the landowners involved. Sometimes the committeemen are such that they will personally contact the prospects, in other cases they may merely lend the influence of their endorsement, but in any event they are an invaluable aid in gathering cooperators into the fold.

The primary object of the plan is to lighten the immediate load of negotiations work, but it seems to me that probably the by-products of it will be even more important. In the first place there is undoubtedly a very great advantage in planning the location of shelterbelts over a large area before work is started within it. Doubtless most of our cases of bad pattern arrangement are due to the fact that each year's work has been carried on as a separate entity without much regard for what has been done in the past or what may be done in the future. Objection to advance planning of this kind is generally raised on the ground that cooperators, like gold, are where you find them and further that after you have found one he is likely to have his own ideas about where the shelterbelt should be located. A good deal of this is naturally obviated if a strong committee of local farmers is committed to developing the pattern along certain lines, and if the farmer can be shown that a certain location best fits a community system of plantations.

Then, too, Kansas finds that these committees wield a powerful influence in behalf of cooperation in other directions. County Commissioners,

for example, are pretty likely to be able to find space in the County Court House for the District Office, furnish trucks for hauling material or even labor, and otherwise put themselves out to aid the program if 150 or so influential farmers in the county want it done. The committeemen are generally members and often officials of the County Farm Bureau, and all together they form a pretty effective back-log of public sentiment.

From the viewpoint of long-range planning, these committees ought to furnish a very firm foundation upon which to build a program of continuing operations. Being committed to a complete plan of shelterbelt development for the township they will keep after it until that goal is reached. Perhaps it will make unnecessary the common practice of skimming off the cream one year and then moving out until sentiment has crystallized sufficiently to make possible the collection of another crop of cooperators. But beyond even that, we have our eye on the promotion, eventually, of a complete farm forestry program for the region, and certainly it would seem to be smart business to be developing and training a corps of public-spirited and able citizens against the day when we will want to branch out in other directions.

- E. L. Perry, R.O.

#### F. S. DISPLAYS AT CORN SHOW

On September 14 the little city of Enderlin, North Dakota, held its seventh annual Corn Show at the local city auditorium. At this show the Forest Service was given a large space for display purposes. With the aid of Auburn S. Coe and Ralph Deede the display was arranged. In the background large green branches of oak and elm were used, interspersed with appropriate signs calling attention to the benefits of shelterbelts and a good display of wildlife including deer heads, pheasants, wild ducks, wild geese, eagles, hawks and owls.

On a long table in front of the background was arranged in planting order all of the trees used in North Dakota plantings. These trees were potted in five-gallon oil cans which had been painted green. In the foreground was a display of a model farm showing the effects of shelterbelts and also a model of an old abandoned farm which was without trees. A table was set aside for the filling in of applications and an attendant was in charge during the entire show, with the result that a score of miles of plantings were signed up.

About 2,500 people viewed the display and had it explained to them. A large number of pictures of plantings and of the nursery were also on display. High compliments were paid the display by those in charge of the show, who stated that it was the best display ever shown at any of their shows, with the result that a hearty invitation was given the Forest Service to have a bigger and better display at their next year's show.

- T. C. Hutchinson, N.Dak.

#### GAZING IN THE CRYSTAL

Pratt, Kans., Nov. 14, 1955--Several drives by hunters are being organized in this section for next Monday. A number of wildcats have been heard screaming in the shelterbelt and farmers are going to try to clean them out.

- Pratt (Kans.) Tribune

NEW YORK WILDLIFE CONSERVATIONIST LIKES SHELTERBELT PROGRAM

That our shelterbelts are truly "multiple use" plantations is attested by the following letter from John H. Hendrickson of Jamaica, New York, a prominent ornithologist and President of the New York State Sportsmen's Association:

"In the colored supplement of the New York Times, Sunday, September 4th, 1938, appeared a series of photographs illustrating the steps taken by the United States Forestry Service in planting trees to arrest soil erosion on the Great Plains of the middle west.

"These pictures are wonderful and bring to the attention of the people of this country, as no printed matter possibly could, the great strides made in 'conservation' by intelligent effort such as your department used in this instance.

"While this movement was intended primarily to prevent the erosion of soil, the planting of so many locust trees will prove of great value in the conservation of many species of game birds, prairie chickens, quail, pheasants, etc., for these birds are fond of the seeds of the locust tree, which, unlike the chestnut, the hickory and the walnut that shed their crop of nuts within a few days, keep dropping all winter. No matter how many snow storms may come you will always find some seeds on the surface of the new fall and the game birds mentioned can find enough to sustain them throughout the severest winter.

"Sportsmen in general should appreciate this great work of your department and be urged to lend a helping hand, for the project is altogether too vast to be handled by a single department.

"May I suggest that you print these photographs in pamphlet form, calling attention to the food value of the locust seeds for our game birds, and have some distributed amongst the shooting fraternity?"

OUTBOARD MOTOR AIDS(?) IN SCOUTING MISSOURI RIVER

Locating usable cottonwood wildings this year requires initiative, sleuthing ability, and a rugged constitution. It is not absolutely necessary to be crazy, but it helps. Last week State Director Ford generously agreed to let two of his rangers use his outboard motor for the purpose of scouting the Missouri. Mr. Ford's confidence in and enthusiasm for his motor must have been transmitted to his rangers. Or maybe they were too generously endowed with the qualification stated above as not absolutely necessary. Anyway, they borrowed a boat, attached the motor, and shoved off. Later developments indicate that Mr. Ford's motor makes excellent ballast to hold the stern of a boat down, but for propelling a boat, the Missouri River current and a sturdy pair of oars are much more successful.

- E. K. Ferrell, S.Dak.

RESEARCH MAN SEES SHELTERBELTS

Mr. L. W. Swift, of the Range Research Division of the California Forest and Range Experiment Station, Berkeley, California, stopped at Jamestown September 18 to look at a few shelterbelts. He was very much impressed with the progress made and interested in results obtained.

- F. E. Cobb, N.Dak.

## CALIFORNIA FORESTER INSPECTS PLANTINGS

J. Kittredge, Jr., of the School of Forestry of the University of California at Berkeley, California, recently inspected our work in the vicinity of Mitchell, South Dakota. He was greatly impressed with both the growth and survival we have attained in our shelterbelts in that region. He expressed real surprise when he learned that the 1935 belt on the Casey farm was already showing a noticeable effect on the yield of tomatoes and melons.

As has been true with all of our distinguished visitors from both the East and the West, he was convinced, after inspecting the work, that this Project will be of real value in stabilizing agriculture in the Plains region. He is also convinced that the Project will succeed even under the most adverse conditions.

- A. L. Ford, S.Dak.

## MA-A-MMA! THAT FENCING MAN'S HERE AGAIN!

About 70,000,000 trees ago R. G. Deede and the writer co-wrote (an addition to Webster) a small item for the PLAINS FORESTER. This second attempt to break into print is entirely my own and I hope as successful.

The other day a mile shelterbelt running east and west and paralleling U. S. Highway No. 10 was staked out and the fence constructed. A few days later the cooperator came to me and wanted to know if we would plant a mile belt running east and west on the quarter line of the same section for his neighbor. The neighbor was more than willing to care for the trees but was unable to furnish the fence. The cooperator thereupon wrote a check for one hundred dollars and handed it to him to purchase the wire and posts. Needless to say, the belt was staked out and the neighbor jubilant. However, this is the exception rather than the rule and therein it seems to me lies an opening for a friendly argument on the R.O.'s fencing requirements.

In several North Dakota counties it has been a law for the last 20 years or more that livestock is not to be allowed to roam at large. For this reason there seems to be a very little livestock in these counties. This is attested by the fact that less than 50% of the farms are fenced and are tractor operated. Also by the fact that there are thrifty groves planted as early as 1873, a half mile in length and paralleling well-traveled roads that have never been fenced nor pastured. Most of the fences built by the farmers who have livestock are generally well constructed, of either woven wire or three or four strands of barb wire and steel posts, and they are reluctant to move them if they have to buy additional fencing material to fence the outside, as it can plainly be seen that the better fence would be useless on the outside according to the farmer's point of view.

The fencing material to construct a fence of two barb wires with posts set 20' (our minimum requirements) costs approximately \$100. This cost increases, of course, if an extra strand or woven wire is used. The farmers ponder long and earnestly over putting up this cash outlay. In lots of cases they have worn out the socks they used to keep this cash in.

We realize, of course, they eventually get this money back through various tree bounty acts but they put up cash and get it back in various hidden ways over a period of years.

A. L. Peterson of Buffalo, North Dakota, wanted to plant 25 miles of trees on his farms and was willing to pay his tenants to cultivate them but could not quite see the reason for spending the \$2500 for fencing material, inasmuch as most of his farms were not fenced. We reject from 150 to 200 miles every year for this same reason.

I believe that all belts within a section should be fenced if there is any danger of livestock damage, and all of them fenced on the inside where they parallel a road or highway, but not on the outside. This would certainly eliminate a great deal of fencing headaches that pop on us every time we mention fencing requirements to farmers.

I also believe that some belts might be planted, and fenced in the years to come if necessary, in order that we may assist fellows like Ed Casey, as shown in "Trees That Temper the Western Winds."

- Charles F. Pears, N.Dak.

(Editor's note: Dave Olson has promised to write for PLAINS FORESTER a series of articles dealing with the background of some of our Project policies and requirements. This would be an excellent place for him to start, but he is out in the field at the moment and the best we can do is to promise a comprehensive - not to mention scintillating - exposition of this fencing subject in the next issue. This writer, being immersed to the scalp-lock in the problem of making the country quit sticking out its tongue at the Project, and not extra bright anyway, admittedly does not have all the answers regarding these policies at tongue tip, but Dave spends all of his days and most of those nights not devoted to self-education in the matter of drawing to inside straights thinking about them. We'll lay anybody ten smackers against a bar of laundry soap that when he gets through explaining the necessity for fencing, farmers will cry for the privilege of building 18-foot stone walls around their shelterbelts - if they have to talk Ma out of buying a new spring hat in order to do it.)

#### ON SELLING A SHELTERBELT

In a recent circular letter to his field force, State Director Emerson had the following to say on the subject of gathering cooperators into the fold:

Lands negotiations, although not generally recognized as such, is a sales job. Lands negotiators as representatives of the Forest Service are selling the landowner - convincing him that a shelterbelt on his farm will more than repay him for any expenditures of cash and time which will be required of him to successfully establish the tree planting.

Arrange your thoughts in your own mind and then write them down on paper. Suppose, for example, you wish to convince a certain farmer that he should plant a one-half mile 10-row shelterbelt along his south section line. The farmer may want to plant just a single row of trees. First

recognize the benefits of a one-row belt in agreement with the farmer. Then point out the additional benefits of our type of shelterbelts. Give the species and the location and purpose of each, then point out the advantages offered in a multiple row belt; permanency, wood products, greater range of influence, the creation of forest conditions and the early elimination of need for cultivation.

The important thing is to have your thoughts organized. Know what you are going to say. When you have prepared the outline of your talk the next move is to fill it out with a simple and sincere style. Avoid exaggerations and flowery expressions. Your sales talk is not a declamation; it is a conversation. There is a difference, however; a good conversation may wander leisurely from one subject to another; a good sales talk must stick to one subject. It must deal with the articles you are trying to sell. In order to stick to your subject, memorize your talk after you have written it down. Memorize the gist of your talk, not the words. If you try to stick to a set speech, you are likely to fumble around and lose your way when questions are asked, which will lead you off the trail. Memorizing a talk word for word will often produce a sing-song phonographic delivery, which should by all means be avoided.

But before you deliver your talk you must attract the attention of your customer. There are several ways in which to do this:

1. Dress neatly and in keeping with your job.

2. Excite the farmer's curiosity if he appears disinclined to give you a hearing. When you come in to see a farmer his mind is usually on his own affairs. It may be necessary to startle him out of his own sphere of thought into yours. Show him some typical shelterbelt photographs. Repeat statements made by prominent farmers regarding values placed upon shelterbelts, etc.

3. Begin your talk by asking a couple of questions. People love to answer questions or to have them answered for them. First, ask a question that the farmer can answer. It will give him considerable satisfaction. Second, ask one that he can't answer. It will make him turn to you for instruction. Let this second question be a leading question. Let it lead directly to the article you are trying to sell, "shelterbelts."

You have now excited his curiosity and aroused his interest. You are ready for the main discussion. This discussion should be simple and sincere and it should also be personal. Try to present your product from your customer's point of view, that is all he is interested in. Show him how it is to his advantage to plant shelterbelts. Always use the pronoun "you," never the pronoun "I." Don't do all the talking, the farmer, also, may want to say something. Let him have his say and when he is through, try to apply his arguments to your advantage. Your arguments should be based upon a prepared speech but they should be flexible enough to depart from it whenever necessary. Encourage your customer to ask questions. Be sure that he clearly understands every point in your discussion before you go on to the next point. Make him feel that if a point is not clear to him, it is not his fault but yours. Say, "I haven't made myself clear"; do not say, "You don't understand."

People are interested in those things which will bring them satisfaction or profit. You must make a customer want an article. There are three ways to do this:

1. By sticking strictly to the truth.
2. By showing that important people have endorsed the program.
3. By showing that important people are cooperating in the Project.

(1) The exact truth stimulates confidence. Exaggerations may startle a customer into listening to you, but it may also lose his confidence in you and the program you are attempting to put across.

(2) You have now reached the point where the farmer believes in you. He is ready to admit that you, yourself, are convinced of the value of field shelterbelts. Show him that other people are also convinced that the program will do what is claimed for it. For this purpose have for ready reference a few letters from influential farmers, large landowners, managers of insurance companies, county agents, or other persons well known in the community. Underline a few passages in the letters that are most impressive.

(3) By showing that important people are cooperating in the Project, show actual photographs of the work and give statements of landowners having shelterbelts.

When you have secured the farmer's approval and prepared the cooperative agreement, don't overstay your welcome. Finish your talk, be sure that all items of the agreement are clearly understood, and then go.

#### SEARS BEGS US TO SAVE OUR SOIL

Oklahoma University's Prof. Paul B. Sears rapidly is becoming the nation's most articulate and convincing advocate of conservation of our priceless heritage--the soil. In his first book, "Deserts on the March," which came out with the dust storms, and his second, "This is Our World," just published, he argues with inspired force that the people of the United States are riding to disaster in a chariot of blissful disregard for common sense husbandry. In the current issue of the American Mercury, Professor Sears repeats his warning.

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America is, in effect, committing suicide, he says. "The suicide of a nation is not always an obvious or even wholly unpleasant process," he adds. "In fact, it is often disguised in a sort of extraneous magnificance that quite conceals what is going on. It can happen in many ways, but none more deadly than the insidious destruction of the soil. Every continent bears some scars of vanished splendor as testimony to this fact." The fate of the great cultures of the past is no hazy threat of

our remote future, he continues. It is a living reality of the present. "Every abandoned field and farmstead, every advance in the cost of lumber or food or textiles to the city man, every additional mouth that goes on relief in this land of potential plenty is indisputable proof of that fact. We are headed at full speed on a path that has brought destruction to others as well-meaning and energetic as ourselves."

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Professor Sears is not so pessimistic as to say the damage is beyond repair. Some of it is; some of it is not. His point is that it is important to take action before our national meal ticket is destroyed; before, like African ants, we have picked the country clean and are forced ahead to starvation or to move on in search of new fields. But where are the new fields?

- Daily Oklahoman

"TREES THAT TEMPER....."

Recently we received the following card from Mrs. Frank Briley of Dell Rapids, South Dakota. Mrs. Briley is Chairman of the Conservation Committee of the Daughters of the American Revolution for South Dakota, and is also on the Conservation Committee for the Federated Women's Clubs of the State.

Dear Mr. Ford:

"Today I received 'Trees That Temper the Western Winds' and I take it that you are responsible for my name being on the mailing list. Thank you kindly. I have enjoyed looking at it and shall take it to the Garden Club tonight."

Sincerely,

Mrs. Briley.

That picture book entitled "Trees That Temper the Western Winds," in our opinion is by far the best publication that has ever been put out on this Project. We have received more favorable comments from it than any other thing that has been put in print concerning our work. We have received from people to whom we sent a copy many requests for additional copies to send to their friends, not only in this State but outside of the State.

- A. L. Ford, S.Dak.

HOW ABOUT THIS FOR YOUR "SHRUB ROW?"

The oldest growing thing is a little shrub in Pennsylvania, the box huckleberry (*Gaylussacia brachysera*), not the mighty redwoods of California, nor the immense cypresses of Mexico. The redwoods may be 4,000 years old, the ancient cypresses 5,000 to 9,000, but botanists say the tiny shrub on Losh's Run, thirty miles north of Harrisburg, discovered in 1920, has been 12,000 years growing to a height of ten inches.

- Southern Lumberman.

WE MUST SEND JIM A BOW AND ARROWS FOR XMAS (ONLY 62 DAYS LEFT UNTIL)

Ed Wilbur writes in from Elk City that Earl Kissick has returned from leave to his home in Chillicothe, Missouri, still foot-loose and fancy-free despite Jim Kyle's ultimatum that he hustle up and take unto himself an helpmeet.

As soon as Jim Kyle's medicino works on Kissick, the entire male staff on the Oklahoma Unit will be in double harness. (Jim says it is still working even though he has left Elk City.) In case not everyone knows about Kyle's work as Cupid's helper, he guarantees almost certain success in getting anyone who works for him married within three months.

A little postscript to a letter from Mike F. Thomsic, now at Carnegie, Oklahoma, who was one of Kyle's hardest cases, reads as follows: "Please notify Civil Service of change in marital status of Mike F. Thomsic (finally made the grade) from single to married." Mike was quite non-committal as to who, when, or where. All we know is he is strong for redheads.

Senior Clerk Olson in the State Office asked for four days' leave the week-end of September 25. When he came back on the 28th he arrived loaded with a box of candy for the girls and a handful of cigars. He and Genova Lee Harris were married in Tulsa, Oklahoma, Saturday night, September 24. This was really no surprise, though, as the event was announced for October 2. The State Office force entertained at Mr. Butler's home on the 21st for the bride-to-be and Milton, and presented them with an electric roaster. Everyone hopes to get some benefit from it after the bride has had a little time to get some experience.

- A. N. Butler, Okla.

THAT'S THE OLD SPIRIT!

We do not have 1939 shelterbelts that are knee high, nor do we have any of the now "famous" shelterbelts on this District. However, judging from the efforts of one cooperator, it won't be long until we do have at least one of them.

In order to get a true picture of the situation regarding this one cooperator, we must go back 57 years before this Project was begun. At that time this gentleman was 15 years of age, and was serving under the command of General Miles. The General and a company of men were attempting to locate Chief Joseph and a band of Nez Perce Indians near Miles City, Montana. In the battle that finally ensued, this future cooperator was severely wounded, and in addition, the dorsal portion of his hair was forcibly removed by a scalp-hunting Redskin.

After several years he partially regained his health and returned to North Dakota to engage in farming.

A few days before his shelterbelt was planted this spring, his horses spooked-up, and in trying to un-spook them, he fractured six vertebrae in his neck. Within three weeks after this accident, he was cultivating his trees, and at the close of the season he had cultivated them

10 times. Furthermore, he has made application for an additional half mile to be planted in 1939.

At this date he still wears around his neck a harness about as extensive as that worn by a draft horse.

Whether or not this shelterbelt ever becomes famous, the efforts of its owner should serve as an inspiration to those of us who have been less unfortunate.

- Earle C. Thomas, N.Dak.

#### ONE FARMER PROFITS (From Dr. Tilden's Health Review and Critique)

A good hay fever cure, the only one I have ever heard of that is worth while, is J. J. Lydick's hay fever cure for all farmers. Someone was kind enough to send me a clipping and I will pass it on just as it came to me, no credit given to the periodical from which it was taken. This I regret.

#### Farmer Profits from Effort to Cure Hay Fever

Lyons, Nebr., June 19--(AP)--His attempt to cure hay fever made J. J. Lydick prosperous.

Twenty-seven years ago, doctors advised him to go to the mountains for his ailment. Get out under the trees, they said, get some air. But Lydick couldn't go.

Instead, he planted a wide shelterbelt of trees around his 240-acre farm. Friends chided him for wasting land.

But in 1936 the trees and bushes caught snow and conserved moisture. His potatoes yielded 200 bushels to the acre and his corn as high as forty bushels while neighboring farms were stricken with drought.

Now, because of what he did for his hay fever, Lydick's farm is worth double that of nearby tracts.

If there could be a row of trees around every 40 acres of land in this or any other country, it would prove to be a great help to farmers by way of raising crops. It tempers the atmosphere, keeps moisture in the ground and no doubt invites rain... In fact, I think this prescription would be worth working out for all it is worth to man as well as animals.

A country that is bare of trees and shrubs must feel the heat, cold and dry weather, and there is no other procedure to modify it, unless a Moses appears on the scene to supply water. When man becomes esthetic to his environment, more ethical to his neighbors, and grateful to his God, the millennium will be near at hand. Man must allow Nature to teach him the great lesson of self-development. Man must find "tongues in trees, books in running brooks, and sermons in stones."

- Clipped by Carroll F. Orendurff, Nebr.

BUSKIRK FIGHTS FOREST FIRE (BUT NOT IN SHELTERBELT)

Recently Raymond L. Buskirk received the following letter from William R. Kreutzer, Supervisor of the Roosevelt Forest in Region 2:

"I wish to take this opportunity to thank you for your assistance in the suppression of the Jenny Lind fire on this Forest. Your help enabled us to handle this fire efficiently. Particular commendation is warranted since I am informed that you were on annual leave at the time."

Buskirk modestly disclaims any particular aid in fighting this fire, although he does admit that he worked on it together with some 600 CCC men and 250 local volunteers from early one evening until mid-forenoon of the following day. It seems that Ray, together with Mrs. Buskirk and their young son were vacationing at Boulder but decided to have a picnic supper that particular day near Rollinsville. Before they had reached the site of the proposed picnic the smoke of the fire became visible and Ray decided to go over and have a look. The look lasted until the following day, while Mrs. Buskirk and John Leroy pitched camp in Rollinsville and wondered what had become of their errant husband and father.

The fire was about 800 acres and Buskirk says "it was quite a sight to see all of these men working day and night at such work without accident and with practically no rest. It took lots of eggs, potatoes and meat to feed so many men. For instance, the coffee was made in 20 gallon G.I. cans and the men drank it as if it had been the famous Swedish imported King Oscar coffee."

WE HAVE A NEW FISCAL AGENT

Lee Stratton has arrived in the Regional Office to take up the duties of Regional Fiscal Agent laid down by Milton Scott when the two swapped jobs. He left his family in Ogden to finish out the school year - and is already discovering that the blessings of bachelorhood are vastly over-rated. (Mrs. S. please note.)

Lee is a valuable and welcome addition to our gang. It looks as though he might pull the R.O. bowling team out of the cellar position in the league, and the way he hits a golf ball from here to yonder reduces this scribe, at least, to respectful admiration. On top of all that the sharps in F.C. say he has all the earmarks of a darned good Fiscal Agent, so it looks like our traditional "shelterbelt luck" is still holding out.

- E. L. Perry, R.O.

THE MOUNTAIN TO MOHANNED

When Carl Taylor was out on his recent photographic tour, he says that he dropped into a District Office where a farmer had come in to make application for a shelterbelt planting. A good stiff wind had come up and the following conversation ensued between the District Officer and the applicant:

Forest Officer: "So you want a shelterbelt? Fine, I'll be out this afternoon and we will pick out the location for it."

Farmer: (glancing anxiously toward dust storm rolling up from the horizon) "Guess you'll have to pick it out on the wing, Mister, here comes my farm now."

## ENDERLIN PICNIC GOES OVER BIG

Seated in the back room of a lawyer's office on the hot summer's night of July 6 was a small group of business men of the little town of Enderlin, North Dakota. Their subject of conservation was "What could be done to advertise the local Forest Service Nursery?" One of the gentlemen voiced his opinion that they should hold an annual picnic at the nursery and invite the public from miles around. "Good," exclaimed another, "that is just what we will do." One of the men was dispatched to bring the nurseryman on the scene to help arrange the program. After much but productive conversation it was decided to hold the picnic on Sunday, July 10, just three days away.

A hurried long-distance phone call was put in for prominent speakers scattered about the State, including representation from our State Office. At 11 o'clock that same evening 18 x 24 inch colored posters had been struck off at the local print shop and were on their way to be posted in all surrounding towns and villages. Close to midnight that same evening a delegation roused the Chairman of the Board of County Commissioners from his peaceful slumbers and told him they would like to have the three-fourths mile of road leading into the nursery from the main State highway graveled for the occasion. He gave his word it would be done, with the result that trucks were hauling the gravel at eight o'clock the following morning.

A small tract of land in the timber surrounding the nursery was cleaned up with volunteer help, and a natural amphitheater with seating capacity of 2,000 and a stage seating 200 was made available. Small rustic bridges across the Maple River, which runs through the woods, were built and the water from a cool natural spring was piped to the grounds.

When picnic day arrived the Enderlin business men were on hand with their 40-piece high school band, barrels of lemonade and hot coffee. At nine o'clock in the morning the crowd started to come and they all remained until nine o'clock that evening. A registration taken at the gate showed that there were close to 2,500 in attendance with over 750 cars in the parking area. The registration showed that people from seven States attended the picnic, some from as far off as Washington and Texas.

As a result of the picnic the business men, through the cooperation of the nurseryman, are maintaining a permanent picnic grounds at the nursery and from five to fifty parties visit the area daily. In order to reach the picnic grounds they must drive through the nursery, which has proved a big advertising feature in itself. The people of Enderlin and the surrounding country are solidly behind the Forest Service and, as they did at the time of this picnic, are offering their fullest cooperation at all times.

- T. C. Hutchinson, N.Dak.

## NOT KNOWLEDGE, BUT APTITUDE

It isn't what a man knows that matters, but how near to a straight line he can drive the processes of his mind; how near to a lean and useful muscle he can make that mind; how near he can come to lassoing a truth or method. No man should be judged by what he doesn't know; he should be judged only by how quickly and sensibly he assumes new duties.

- Struthers Burt, "Diary of a Dude Wrangler."

#### WHAT CAUSES THE COMPENSATION CASES

We have just made an analysis of the compensation cases reported by the field for the period from January 1 to October 18, 1938, and following are the findings:

<u>UNIT</u>	<u>TOTAL NO. CASES REPORTED</u>	<u>NO. LOST TIME CASES</u>	<u>NO. CASES DIS- ALLOWED BY COMMISSION</u>
North Dakota	11	7	0
Texas	17	10	2
South Dakota	21	8	1
Kansas	22	14	4
Nebraska	25	13	5
Oklahoma	<u>27</u>	<u>18</u>	<u>3</u>
Total	123	70	15

The causes of the above injuries have been grouped according to types and the number of each type of injury is shown below:

<u>Type of Injury</u>	<u>Number</u>
1. Injury to hands, fingers, arms through cuts, smashing with heavy tools, etc.	38
2. Eye injuries caused by flying particles dirt, steel, glass, etc.	21
3. Injuries resulting from truck and tractor accidents	14
4. Injuries to feet and legs from falling objects, shovels, hoes, etc.	14
5. Injuries caused by slipping tools	8
6. Sprains of wrists and ankles	6
7. Back sprains	5
8. Falls	4
9. Skin infections	4
10. Hernias	4
11. Ear injuries - foreign objects in ears	3
12. Burns	1
13. Dog bite	1

Total 123

- Olive R. Peterson, R.O.

#### R-8 OFFICIALS VISIT OKLAHOMA UNIT

The Elk City District received a visit from State Forester Glen R. Durrell, accompanied by Joseph C. Kircher, Regional Forester, and C. F. Evans, Assistant Regional Forester in charge of State and Private Forestry from Region 8 on September 24. The visitors made a tour of planting sites within the area, to view the results obtained on our Project.

- A. N. Butler, Okla.

## THINGS MONEY CAN'T BUY

The late George Horace Lorimer, for many years editor of the Saturday Evening Post, once wrote these words: "It is a good thing to have money and the things that money can buy, but it is good, too, to check up once in a while and make sure you haven't lost the things that money can't buy."

The things that money can't buy would make a long list--here are some of them:

Money can't buy real friendship--friendship must be earned.

Money can't buy a clear conscience--square dealing is the price tag.

Money can't buy the glow of health--right living is the secret.

Money can't buy happiness--happiness is a mental attitude and one may be as happy in a cottage as in a mansion.

Money can't buy sunsets, singing birds and the music of the wind in the trees--these are as free as the air we breathe.

Money can't buy inward peace--peace is the result of a constructive philosophy of life.

Money can't buy character--character is what we are when we are alone with ourselves in the dark.

Continue the list yourself. You'll agree that among the things that money can't buy are some of the most valuable treasures life has to offer. It is a good thing to check up now and then to be sure we are not missing these things.

- Clark County Clipper (Kans.)

## BUT I'LL BET OKLAHOMA WILL NOW FIND PERSIMMONS IN THEIRS

In May 1936, the worst drought year in South Dakota's history, the Forest Service planted a half-mile shelterbelt on the Dora Hagge farm three miles north of Mitchell.

In August 1938 Mrs. Dora Hagge picked several milk pails full of plums from the plum row in the shelterbelt that was planted two years previous. Mrs. Hagge now has in her fruit cellar canned plums and plum jelly which she proudly calls the first shelterbelt jelly in South Dakota.

The South Dakota Unit maintains that plums picked this August from a shelterbelt planted in 1936 really is SOMETHING.

- A. L. Ford, S.Dak.

(Seems like when a story such as this is submitted it ought to be accompanied by substantial proof of its veracity. We have our unblemished editorial reputation to look after - and besides we would sure admire to annoit our innards with about three fingers of that plum jelly. - Ed.)